

Message Text

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44

ACTION AF-04

INFO OCT-01 SS-14 ISO-00 NSC-10 NSCE-00 CIAE-00 INR-10

NSAE-00 RSC-01 EB-03 COME-00 TRSE-00 XMB-01 L-02

DRC-01 /047 W

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R 141545Z DEC 73

FM AMEMBASSY DAKAR

TO SECSTATE WASHDC 5317

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LIMDIS

EO 11652: NA

TAGS: ETRD, SG

SUBJ: STATUS OF IHC HOTEL PROJECT

FOR AMBASSADOR AGGREY FROM CHARGE

1. MEETING WITH TOURISM DIRECTOR MOUSTAPHA FALL GIVES US BETTER LOOK OF POINTS OF CONTENTION BETWEEN IHC AND GOS. WHILE FALL MENTIONED POSSIBILITY OF FINDING ALTERNATE HOTEL CORP FOR CAP MANUEL SITE IF NEGOTIATIONS NOT SUCCESSFUL WITH IHC, BELIEVE THIS TO BE IDLE THREAT.

2. FALL COMPLAINED THAT IHC DEMANDS UNREASONABLE AND GAVE US COPIES OF LETTERS PRIME MIN DIOUF HAD WRITTEN NOV 28 TO IHC PRESIDENT SHEELINE AND EX IM BANK DIRECTOR KOBELINSKI. DIOUF LETTER TO SHEELINE COMPARES PAN AM'S DEMANDS TO TERMS ACCORDED TO THREE OTHER LOCAL HOTELS. DIOUF SPECIFICALLY MENTIONS SMALL IHC EQUITY INVESTMENT, LONG TERM (20 YRS) CONTRACT SOUGHT, AND HIGHT MANAGEMENT FEES. DIOUF OFFERS 13 YR CONTRACT WITH 16 PERCENT OF GROSS PROFITS PLUS 3 PERCENT OF SALES FOR PROMOTION AND RESERVATION SERVICES ON CONDITION IHC UP ITS EQUITY SHARE FROM 8 TO 15 PERCENT.

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3. WHILE BOTH DIOUF LETTER AND FALL MEETING PRESENT GOS "FINAL OFFER", BELIEVE THAT IT IS REALLY A NEGOTIATING POSITION WITH

SOME FLEXIBILITY. FALL SPECIFICALLY REQUESTED THAT WE RE-
ASSURE EX IM BANK THAT ANY DELAYS ARE DUE TO TOUGH BUSINESS
NEGOTIATION RATHER THAN TO ANY WEAKNESS
WITH THE PROJECT ITSELF.

4. FALL VERY ANXIOUS TO SEE YOU AGAIN AS HE FONDLY REMEMBERS
LUNCH WITH YOU.

5. AM POUCHING COPIES OF DIOUF LETTERS TO VINCENT AF/W.
PERKINS

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Message Attributes

Automatic DecapTIONing: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENT, PROFITS, HOTELS, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 14 DEC 1973
DecapTION Date: 28 MAY 2004
DecapTION Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: elyme
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1973/newtext/t19731225/aaaaasgl.tel
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Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
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Previous Handling Restrictions: LIMDIS
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Review Authority: elyme
Review Comment: n/a
Review Content Flags:
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30 JUN 2005

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Type: TE
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